

FIG. 1

207020.2624460

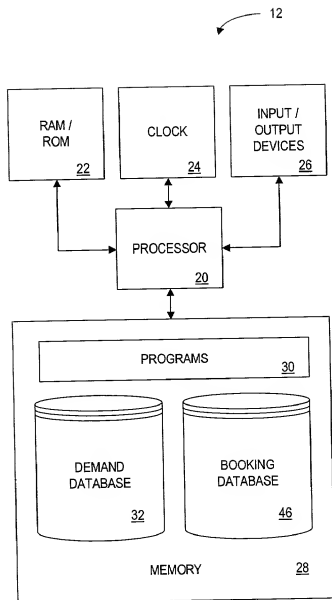


FIG. 2

CUSTOMER IDENTIFIER	REQUESTED DATES	OFFER PRICE	REQUESTED STAR RATING	PARTICIPATED IN PROMOTION	RESUBMITTED
34	38	38	40	42	44
JOHN WHITE	9/7/2000	\$80.00	>3	YES	NO
MARY BLUE	9/8/2000 - 9/10/2000	\$210.00	>1	YES	NO
JOSEPH RED	10/2/2000 - 10/10/2000	\$350.00	5	NO	YES

FIG. 3

SELLER IDENTIFIER	STAR RATING	GEOGRAPHIC LOCATION	MINIMUM ACCEPTABLE PRICE	MARGIN REQUIRED	SUBSIDY AVAILABLE
48	50	52	54	56	58
HOLIDAY INN	3	BOSTON, MA	\$100.00/NIGHT	6%	NO
DAYS INN	2	NEW YORK, NY	\$79.99/NIGHT	8%	NO
FOUR SEASONS	5	WASHINGTON, D.C.	\$250.00/NIGHT	10%	YES

FIG. 4

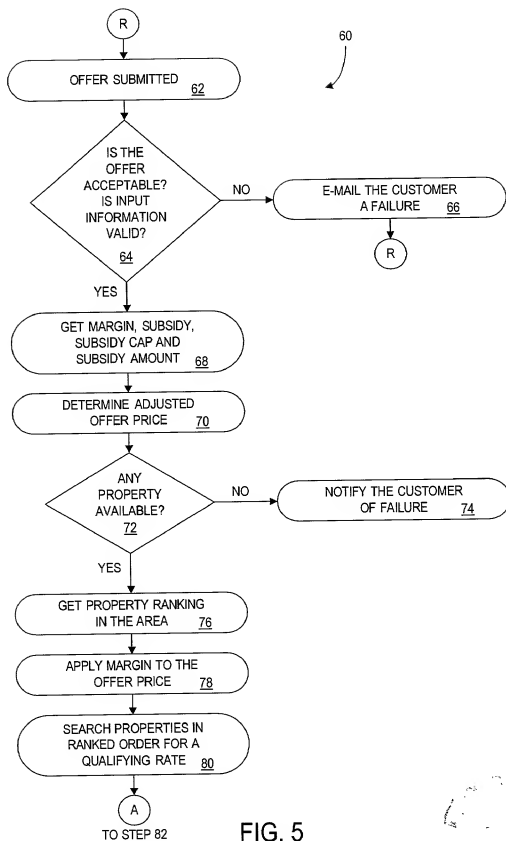


FIG. 5

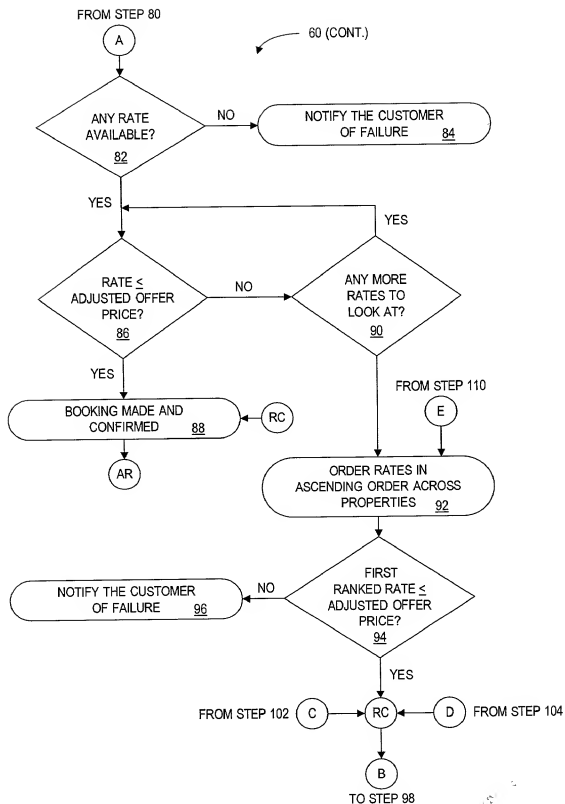
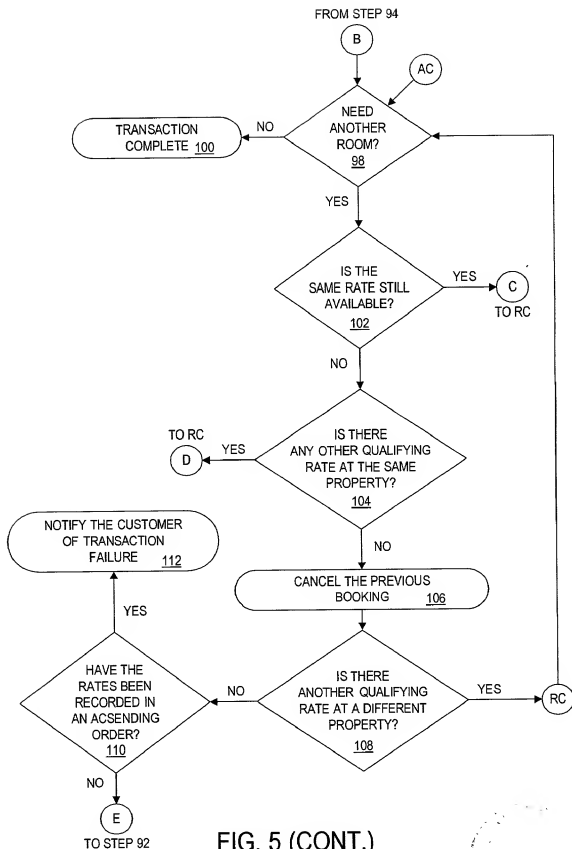


FIG. 5 (CONT.)



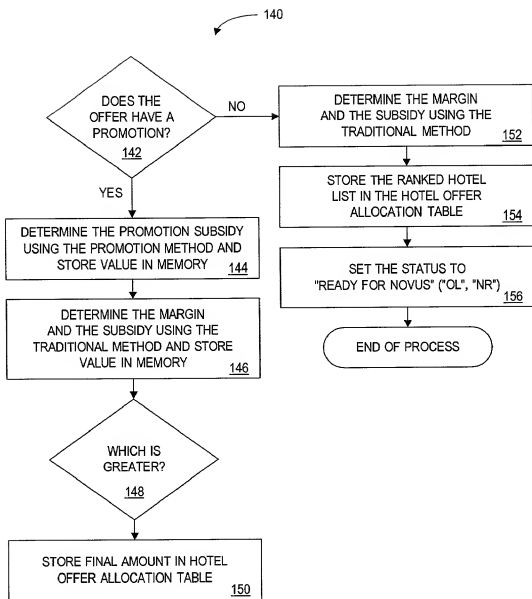


FIG. 6

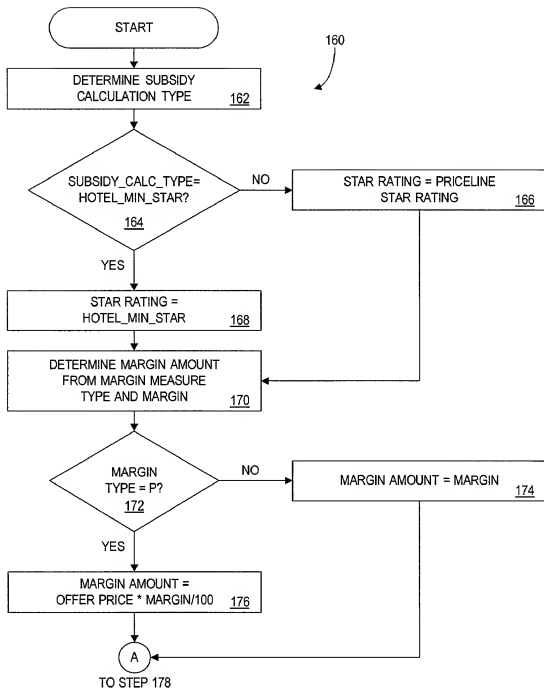


FIG. 7

202600-36244660

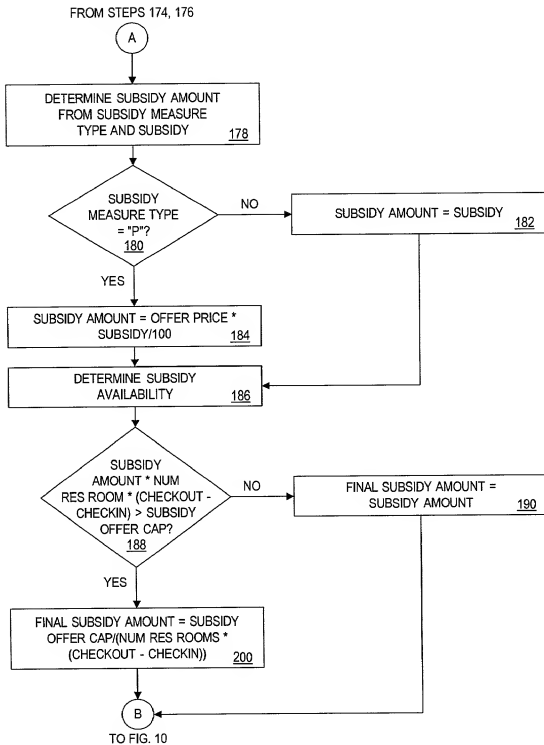


FIG. 7 (CONT.)

2020-03-06 14:00

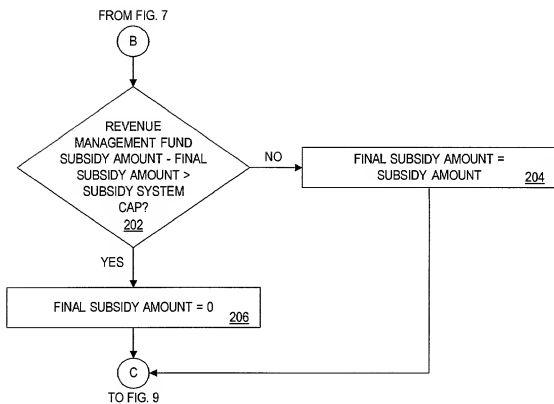


FIG. 8

00944293.030702

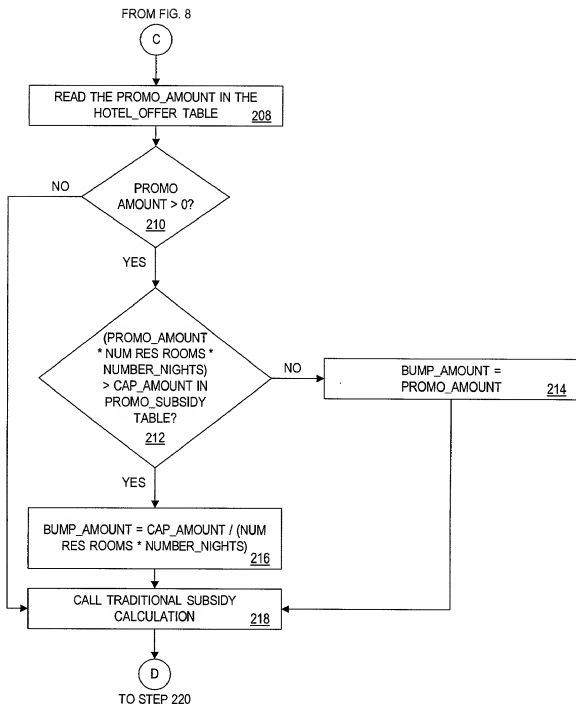


FIG. 11

Core Ethics

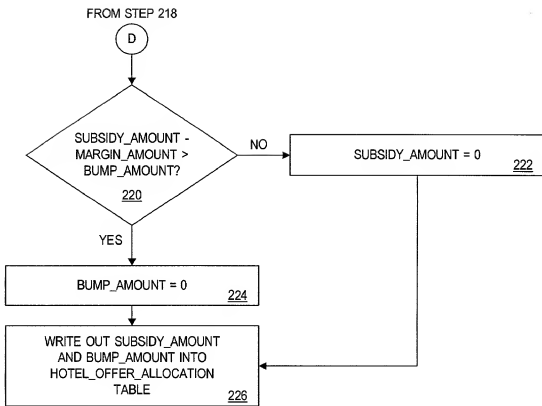


FIG. 9 (CONT.)

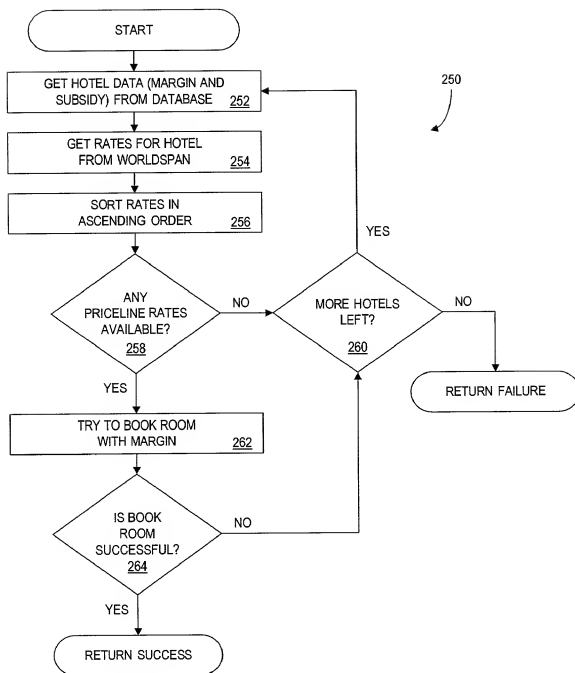


FIG. 10

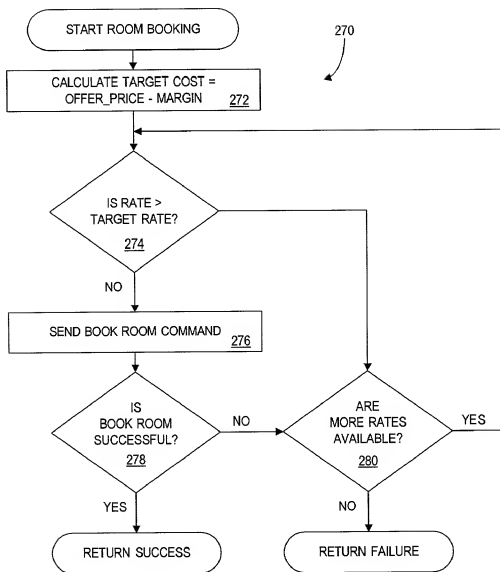


FIG. 11

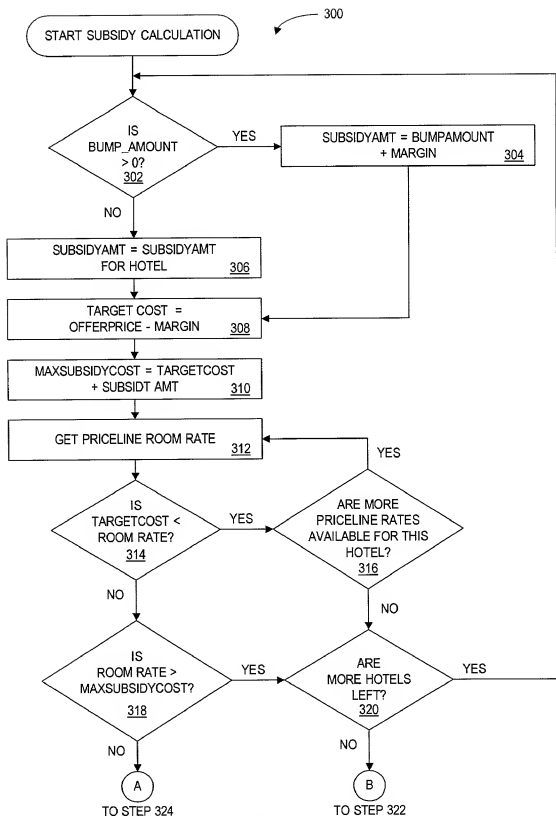


FIG. 12

FROM STEP 318

A

SUBSIDY = ROOMRATE -
TARGETCOST

324

ADD THIS SUBSIDY TO
THE SUBSIDY LIST

326

FROM STEP 320

B

SORT SUBSIDY LIST IN
ASCENDING ORDER

322

END SUBSIDY CALCULATION

FIG. 12 (CONT.)

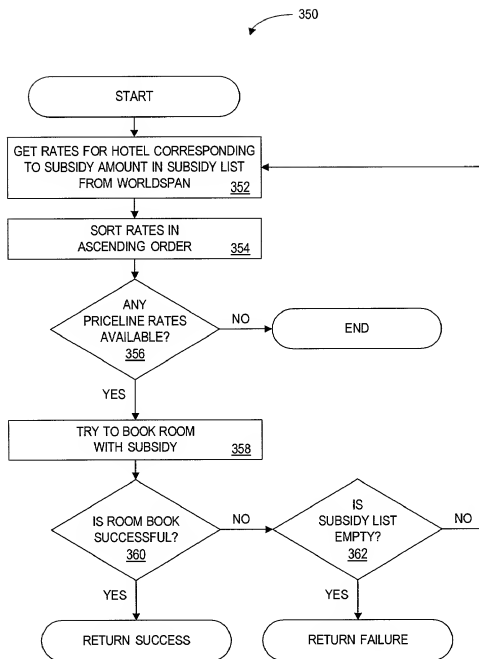


FIG. 13

09944293.030702

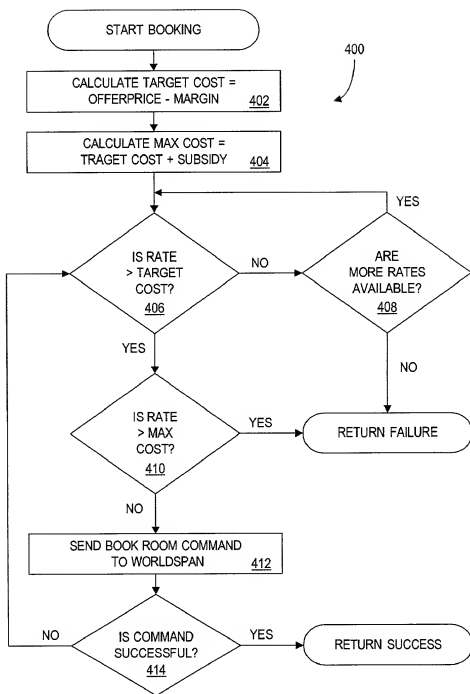


FIG. 14

500

HOTELSIM 1.1

FILE EDIT TOOLS WINDOW HELP

INPUT

SIMULATION PERIOD

START DATE: ☐ TOTAL DAYS: ☐ END DATE: ☐

PARAMETER CHANGE

PARAMETER 1	PARAMETER 2	PARAMETER 3	PARAMETER 4
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

501

DESIRED OUTPUT

☐ OVERALL ☐ STAR RATING ☐ TOP 25 ☐ TOP 10

502

FIG. 15

HOTELSIM 1.1 [FILE] [EDIT] [TOOLS] [WINDOW] [HELP]

HotelSim
Output Menu

ANALYSIS OF OVERALL RESULTS

ANALYSIS BY REQUEST

ANALYSIS BY BOOKED STAR RATING

TOP 25 MARKET PERFORMERS

TOP 10 HOTELS WITH BIGGEST CHANGE

NEW SIMULATION

LOG OUT

510

HOTELSIM 1.1 [FILE] [EDIT] [TOOLS] [WINDOW] [HELP]

Output Overall [BACK] [PRINT]

TOTAL OFFERED ROOMS

TOTAL OFFERED RM NIGHTS SIMULATION START

TOTAL OFFERED REVENUE SIMULATION END

	<u>ACTUAL</u>	<u>SIMULATION</u>	<u>CHANGE</u>
ACCEPTED OFFERS	<input type="text"/>	<input type="text"/>	<input type="text"/>
BIND RATE	<input type="text"/>	<input type="text"/>	<input type="text"/>
ACCEPTED ROOMS	<input type="text"/>	<input type="text"/>	<input type="text"/>
ACCEPTED ROOM NIGHTS	<input type="text"/>	<input type="text"/>	<input type="text"/>
ACCEPTED REVENUE	<input type="text"/>	<input type="text"/>	<input type="text"/>
MARGIN (\$)	<input type="text"/>	<input type="text"/>	<input type="text"/>
MARGIN %	<input type="text"/>	<input type="text"/>	<input type="text"/>
ROOMS REQ. PER OFFER	<input type="text"/>	<input type="text"/>	<input type="text"/>
AVG. LENGTH OF STAY	<input type="text"/>	<input type="text"/>	<input type="text"/>
ROOM NIGHTS PER OFFER	<input type="text"/>	<input type="text"/>	<input type="text"/>
AVG. REV. PER NIGHT	<input type="text"/>	<input type="text"/>	<input type="text"/>
AVG. MARGIN PER NIGHT	<input type="text"/>	<input type="text"/>	<input type="text"/>
# DISTINCT HOTELS BOOKED	<input type="text"/>	<input type="text"/>	<input type="text"/>

520

FIG. 16

09944297.030702

530

HOTELSIM 1.1

FILE EDIT TOOLS WINDOW HELP

Output Overall [BACK] [PRINT]

TOTAL OFFERED ROOMS	4,995		
TOTAL OFFERED RM NIGHTS	10,573	SIMULATION START	08/17/99
TOTAL OFFERED REVENUE	\$640,557.00	SIMULATION END	08/17/99

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	1,112	1,168	66
BIND RATE	25.24%	26.74%	1.50%
ACCEPTED ROOMS	1,215	1,293	78
ACCEPTED ROOM NIGHTS	2,327	2,499	172
ACCEPTED REVENUE	\$163,060.00	\$170,662.79	\$7,602.79
MARGIN (\$)	\$3,189.12	\$2,361.33	(\$827.79)
MARGIN %	1.96%	1.39%	-.57%
ROOMS REQ. PER OFFER	1.08	1.10	0.01
AVG. LENGTH OF STAY	1.92	1.94	0.02
ROOM NIGHTS PER OFFER	2.09	2.12	0.03
AVG. REV. PER NIGHT	\$70.07	\$68.29	(\$1.78)
AVG. MARGIN PER NIGHT	\$1.37	\$0.94	(\$0.45)
# DISTINCT HOTELS BOOKED	475	499	24

FIG. 17

HOTELSIM 1.1

FILE EDIT TOOLS WINDOW HELP

Output by Requested Star Rating

SIMULATION PERIOD

TOTAL OFFERS

TOTAL OFFERED ROOMS

TOTAL OFFERED RM NIGHTS

TOTAL OFFERED REVENUE

DISTRIBUTION

ACCEPTED REV. ☒

ACTUAL	SIM.	CHANGE
8.3%	8.3%	0.0%
31.4%	34.9%	3.5%
39.8%	38.3%	-3.5%
20.3%	20.0%	0.3%
0.4%	0.4%	0.0%

STAR RATING ☒

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	<input type="text" value="116"/>	<input type="text" value="122"/>	<input type="text" value="6"/>
BIND RATE	<input type="text" value="14.3%"/>	<input type="text" value="15.1%"/>	<input type="text" value="0.8%"/>
ACCEPTED ROOMS	<input type="text" value="130"/>	<input type="text" value="141"/>	<input type="text" value="11"/>
ACCEPTED ROOM NIGHTS	<input type="text" value="262"/>	<input type="text" value="280"/>	<input type="text" value="18"/>
ACCEPTED REVENUE	<input type="text" value="\$6,239.69"/>	<input type="text" value="\$6,896.49"/>	<input type="text" value="\$636.80"/>
MARGIN (\$)	<input type="text" value="(\$385.69)"/>	<input type="text" value="(\$489.49)"/>	<input type="text" value="(\$103.80)"/>
MARGIN %	<input type="text" value="-6.10%"/>	<input type="text" value="-7.10%"/>	<input type="text" value="1.0%"/>
ROOMS REQ. PER OFFER	<input type="text" value="1.12"/>	<input type="text" value="1.16"/>	<input type="text" value="0.04"/>
AVG. LENGTH OF STAY	<input type="text" value="2.02"/>	<input type="text" value="1.99"/>	<input type="text" value="-0.03"/>
ROOM NIGHTS PER OFFER	<input type="text" value="2.26"/>	<input type="text" value="2.3"/>	<input type="text" value="0.4"/>
AVG. REV. PER NIGHT	<input type="text" value="\$23.82"/>	<input type="text" value="\$24.63"/>	<input type="text" value="\$0.81"/>
AVG. MARGIN PER NIGHT	<input type="text" value="(\$1.47)"/>	<input type="text" value="(\$1.75)"/>	<input type="text" value="(\$0.28)"/>
AVERAGE STAR RATING	<input type="text" value="2.39"/>	<input type="text" value="2.53"/>	<input type="text" value="0.14"/>

FIG. 17 (CONT.)

HOTELSIM 1.1

FILE EDIT TOOLS WINDOW HELP

Output by Booked Star Rating

SIMULATION PERIOD	08/17/1999		
TOTAL OFFERS	4,406	DISTRIBUTION	
TOTAL OFFERED ROOMS	4,995	ACCEPTED REV. <input checked="" type="checkbox"/>	
TOTAL OFFERED RM NIGHTS	10,375		
TOTAL OFFERED REVENUE	\$640,557.00		

ACTUAL	SIM.	CHANGE
1%	1%	0.0%
19%	19%	0.0%
55%	55%	0.0%
24%	24%	0.0%
0.0%	0.4%	0.0%

BOOKED STAR RATING ☐ 1 ☒

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	18	20	2
ACCEPTED ROOMS	19	21	2
ACCEPTED ROOM NIGHTS	47	49	2
ACCEPTED REVENUE	\$866.50	\$987.20	\$120.70
MARGIN (\$)	(\$52.50)	(\$79.20)	(\$26.70)
MARGIN %	-6.06%	-8.02%	-1.96%
ROOMS REQ. PER OFFER	1.06	1.10	0.04
AVG. LENGTH OF STAY	2.47	2.27	-0.20
ROOM NIGHTS PER OFFER	2.61	2.50	-0.11
AVG. REV. PER NIGHT	\$18.44	\$19.74	\$1.31
AVG. MARGIN PER NIGHT	(\$1.12)	(\$1.59)	(\$0.47)

FIG. 18

09944293-030702

570

HOTELSIM 1.1
[-] [X]

FILE EDIT TOOLS WINDOW HELP

Output Top 10 With Most Changes

TOTAL OFFERED ROOMS

TOTAL OFFERED RM NIGHTS

TOTAL OFFERED REVENUE

SIMULATION START

SIMULATION END

BACK

PRINT

RANK	HOTEL ID	RM. NIGHT INCREASE	HOTEL ID	RM. NIGHT DECREASE
1	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
2	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
3	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
4	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
5	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
6	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
7	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
8	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
9	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
10	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>

FIG. 19

SIMULATION PERIOD 08/16/1999 TO 08/16/1999

TOTAL OFFERS 3,939

TOTAL OFFERED ROOMS 4,445

TOTAL OFFERED ROOM NIGHTS 9,065

TOTAL OFFERED REVENUE \$571,340.00

580

INPUT...

...ACTUAL PARAMETER VALUES

STAR RATING	MARGIN AMOUNT	MARGIN %	SUBSIDY AMT.	SUBSIDY %	SUBSIDY CAP
1		20%		47.00%	\$300.00
2		17%		51.00%	
3		15%		49.00%	
4		15%		40.00%	
5		15%		35.00%	

CURRENT MARGIN MEASURE TYPE

CURRENT SUBSIDY MEASURE TYPE

...SIMULATION PARAMETER VALUES

STAR RATING	MARGIN AMOUNT	MARGIN %	SUBSIDY AMT.	SUBSIDY %	SUBSIDY CAP
1		20%		47.00%	\$300.00
2		17%		51.00%	
3		15%		49.00%	
4		15%		40.00%	
5		15%		35.00%	

CURRENT MARGIN MEASURE TYPE

CURRENT SUBSIDY MEASURE TYPE

OUTPUT...

	ACTUAL	SIMULATED	CHANGE
ACCEPTED OFFERS	1,032	1,101	69
BIND RATE	26.20%	27.95%	1.75%
ACCEPTED ROOMS	1,170	1,263	93
ACCEPTED ROOM NIGHTS	2,211	2,442	231
ACCEPTED REVENUE	\$151,357.00	\$159,563.65	\$8,206.65
MARGIN \$ (CONTRIBUTION)	\$3,019.72	\$2,069.07	(\$950.65)
MARGIN %	2.0%	1.3%	-0.7%
ROOMS REQUESTED PER OFFER	1.13	1.15	0.02
AVG. LENGTH OF STAY PER ROOM	1.89	1.93	0.04
ROOM NIGHTS PER OFFER SOLD	2.14	2.22	0.08
AVG. REVENUE / NIGHT	\$68.46	\$65.34	(\$3.12)
AVG. MARGIN / NIGHT	\$1.37	\$0.85	(\$0.52)
# OF DISTINCT HOTELS BOOKED AT	467	491	24

600

FIG. 20

610

DISTRIBUTION OF ACCEPTED OFFERS

STAR	ACTUAL	SIMULATION	CHANGE
1	18	19	1
2	267	286	19
3	611	646	35
4	206	209	3
5	3	3	0

DISTRIBUTION OF ACCEPTED ROOMS

STAR	ACTUAL	SIMULATION	CHANGE
1	19	21	2
2	288	311	23
3	675	719	44
4	223	229	6
5	3	3	0

DISTRIBUTION OF ACCEPTED ROOM NIGHTS

STAR	ACTUAL	SIMULATION	CHANGE
1	47	49	2
2	528	582	54
3	1283	1392	109
4	450	467	17
5	5	5	0

DISTRIBUTION OF ACCEPTED REVENUE

STAR	ACTUAL	SIMULATION	CHANGE
1	\$867	\$942.2	\$76
2	\$14,584	\$16,293.23	\$1,709
3	\$41,406	\$45,589.28	\$4,184
4	\$17,856	\$19,254.85	\$1,399
5	\$332	\$332	\$0

DISTRIBUTION OF ACCEPTED MARGIN AMOUNT

STAR	ACTUAL	SIMULATION	CHANGE
1	(\$52.50)	-\$69.20	(\$16.70)
2	\$154.24	-\$93.23	(\$247.47)
3	\$952.39	\$453.72	(\$498.67)
4	\$416.10	\$426.15	\$10.05
5	(\$32.00)	-\$32.00	\$0

TOTAL OFFERS	4,406
TOTAL OFFERED ROOMS	4,995
TOTAL OFFERED RM NIGHTS	10,373
TOTAL OFFERED REVENUE	640,537

FIG. 21

BOOKED AT 1 STAR HOTELS

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	18	19	1
ACCEPTED ROOMS	19	21	2
ACCEPTED ROOM NIGHTS	47	49	2
ACCEPTED REVENUE	\$866.50	\$942	\$76
MARGIN \$ (CONTRIBUTION)	(\$52.50)	(\$69.20)	(\$16.70)
MARGIN %	-6.06%	-7.34%	-1.29%
ROOMS REQUESTED PER OFFER	1.06	1.11	0.05
AVG. LENGTH OF STAY PER ROOM	2.47	2.33	0.14
ROOM NIGHTS PER OFFER SOLD	2.61	2.58	0.03
AVG. REVENUE / NIGHT	\$18.44	\$19.23	\$0.79
AVG. MARGIN / NIGHT	(\$1.12)	(\$1.41)	(\$0.30)

BOOKED AT 2 STAR HOTELS

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	267	286	19
ACCEPTED ROOMS	288	311	23
ACCEPTED ROOM NIGHTS	528	582	54
ACCEPTED REVENUE	\$14,583.76	\$16,293	\$1,709
MARGIN \$ (CONTRIBUTION)	\$154.24	(\$93.92)	(\$247.47)
MARGIN %	1.06%	-0.57%	-1.63%
ROOMS REQUESTED PER OFFER	1.08	1.09	0.01
AVG. LENGTH OF STAY PER ROOM	1.83	1.87	0.04
ROOM NIGHTS PER OFFER SOLD	1.98	2.03	0.05
AVG. REVENUE / NIGHT	\$27.62	\$28.00	\$0.37
AVG. MARGIN / NIGHT	\$0.29	(\$0.16)	(\$0.45)

BOOKED AT 3 STAR HOTELS

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	611	646	35
ACCEPTED ROOMS	675	719	44
ACCEPTED ROOM NIGHTS	1,283	1,392	109
ACCEPTED REVENUE	\$41,405.61	\$45,589	\$4,184
MARGIN \$ (CONTRIBUTION)	\$952.39	\$453.72	(\$498.67)
MARGIN %	2.30%	1.00%	-1.30%
ROOMS REQUESTED PER OFFER	1.10	1.11	0.01
AVG. LENGTH OF STAY PER ROOM	1.90	1.94	0.04
ROOM NIGHTS PER OFFER SOLD	2.10	2.15	0.05
AVG. REVENUE / NIGHT	\$32.27	\$32.75	\$0.48
AVG. MARGIN / NIGHT	\$0.74	\$0.33	(\$0.42)

FIG. 21 (CONT.)

BOOKED AT 4 STAR HOTELS

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	206	209	3
ACCEPTED ROOMS	223	229	6
ACCEPTED ROOM NIGHTS	450	467	17
ACCEPTED REVENUE	\$17,855.90	\$19,255	\$1,399
MARGIN \$ (CONTRIBUTION)	\$416.10	\$426.15	\$10.05
MARGIN %	2.33%	2.21%	-0.12%
ROOMS REQUESTED PER OFFER	1.08	1.10	0.01
AVG. LENGTH OF STAY PER ROOM	2.02	2.04	0.02
ROOM NIGHTS PER OFFER SOLD	2.18	2.23	0.05
AVG. REVENUE / NIGHT	\$39.68	\$41.23	\$1.55
AVG. MARGIN / NIGHT	\$0.92	\$0.91	(\$0.01)

BOOKED AT 5 STAR HOTELS

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	3	3	0
ACCEPTED ROOMS	3	3	0
ACCEPTED ROOM NIGHTS	5	5	0
ACCEPTED REVENUE	\$332.00	\$332.00	\$0
MARGIN \$ (CONTRIBUTION)	(\$32.00)	(\$32.00)	\$0
MARGIN %	-9.64%	-9.64%	0.00%
ROOMS REQUESTED PER OFFER	1.00	1.00	0.00
AVG. LENGTH OF STAY PER ROOM	1.67	1.67	0.00
ROOM NIGHTS PER OFFER SOLD	1.67	1.67	0.00
AVG. REVENUE / NIGHT	\$66.40	\$66.40	\$0.00
AVG. MARGIN / NIGHT	\$6.40	\$6.40	\$0.00

FIG. 21 (CONT.)

REQUESTING 1 STAR HOTELS

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	116	112	-4
BIND RATE	14%	14%	0%
ACCEPTED ROOMS	130	131	1
ACCEPTED ROOM NIGHTS	262	267	5
ACCEPTED REVENUE	\$6,239.69	\$6,360	\$121
MARGIN \$ (CONTRIBUTION)	(\$385.69)	(\$371.49)	\$14.20
MARGIN %	-6.18%	-5.84%	0.34%
ROOMS REQUESTED PER OFFER	1.12	1.17	0.05
AVG. LENGTH OF STAY / ROOM	2.02	2.04	0.02
ROOM NIGHTS PER OFFER SOLD	226	238	0.13
AVG. REVENUE / NIGHT	\$23.82	\$23.82	\$0.01
AVG. MARGIN / NIGHT	(\$1.47)	(\$1.39)	\$0.08
AVG BOOKED STAR RATING	2.4	2.3	-0.1

REQUESTING 2 STAR HOTELS

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	402	469	67
BIND RATE	23%	27%	4%
ACCEPTED ROOMS	436	510	74
ACCEPTED ROOM NIGHTS	853	1009	156
ACCEPTED REVENUE	\$23,542.87	\$29,129	\$5,586
MARGIN \$ (CONTRIBUTION)	\$834.13	(\$205.14)	(\$1,039.27)
MARGIN %	3.54%	-0.70%	-4.26%
ROOMS REQUESTED PER OFFER	1.08	1.09	0.00
AVG. LENGTH OF STAY / ROOM	1.96	1.98	0.02
ROOM NIGHTS PER OFFER SOLD	2.12	2.15	0.03
AVG. REVENUE / NIGHT	\$27.60	\$28.87	\$1.27
AVG. MARGIN / NIGHT	\$0.98	(\$0.20)	(\$1.18)
AVG BOOKED STAR RATING	2.5	3.0	0.4

REQUESTING 3 STAR HOTELS

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	423	413	-10
BIND RATE	37%	36%	-0.01%
ACCEPTED ROOMS	465	457	-8
ACCEPTED ROOM NIGHTS	832	836	17
ACCEPTED REVENUE	\$29,837.31	\$30,058	\$1,440
MARGIN \$ (CONTRIBUTION)	\$556.69	\$849.97	(\$21.00)
MARGIN %	1.87%	2.83%	-0.40%
ROOMS REQUESTED PER OFFER	1.10	1.11	0.02
AVG. LENGTH OF STAY / ROOM	1.79	1.83	0.00
ROOM NIGHTS PER OFFER SOLD	1.97	2.02	0.03
AVG. REVENUE / NIGHT	\$35.86	\$35.98	\$1.93
AVG. MARGIN / NIGHT	\$0.67	\$1.02	(\$0.11)
AVG BOOKED STAR RATING	3.0	2.9	0.1

FIG. 22 (CONT.)

REQUESTING 4 STAR HOTELS

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	161	166	5
BIND RATE	24%	25%	1%
ACCEPTED ROOMS	174	182	8
ACCEPTED ROOM NIGHTS	361	378	17
ACCEPTED REVENUE	\$15,091.90	\$16,532	\$1,440
MARGIN \$ (CONTRIBUTION)	\$465.10	\$441.10	(\$21.00)
MARGIN %	3.08%	2.69%	-0.40%
ROOMS REQUESTED PER OFFER	1.08	1.10	0.02
AVG. LENGTH OF STAY / ROOM	2.07	2.08	0.00
ROOM NIGHTS PER OFFER SOLD	2.24	2.28	0.03
AVG. REVENUE / NIGHT	\$41.81	\$43.74	\$1.93
AVG. MARGIN / NIGHT	\$1.29	\$1.17	(\$0.11)
AVG BOOKED STAR RATING	4.0	4.1	0.1

REQUESTING 5 STAR HOTELS

	ACTUAL	SIMULATION	CHANGE
ACCEPTED OFFERS	3	3	0
BIND RATE	16%	16%	0%
ACCEPTED ROOMS	3	3	0
ACCEPTED ROOM NIGHTS	5	5	0
ACCEPTED REVENUE	\$332	\$332	\$0
MARGIN \$ (CONTRIBUTION)	(\$32.00)	(\$32.00)	\$0
MARGIN %	-9.64%	-9.64%	0.00%
ROOMS REQUESTED PER OFFER	1.00	1.00	0.00
AVG. LENGTH OF STAY / ROOM	1.67	1.67	0.00
ROOM NIGHTS PER OFFER SOLD	1.67	1.67	0.00
AVG. REVENUE / NIGHT	\$66.40	\$66.40	\$0.00
AVG. MARGIN / NIGHT	(\$6.40)	(\$6.40)	\$0.00
AVG BOOKED STAR RATING	5.0	5.0	0.0

FIG. 22 (CONT.)

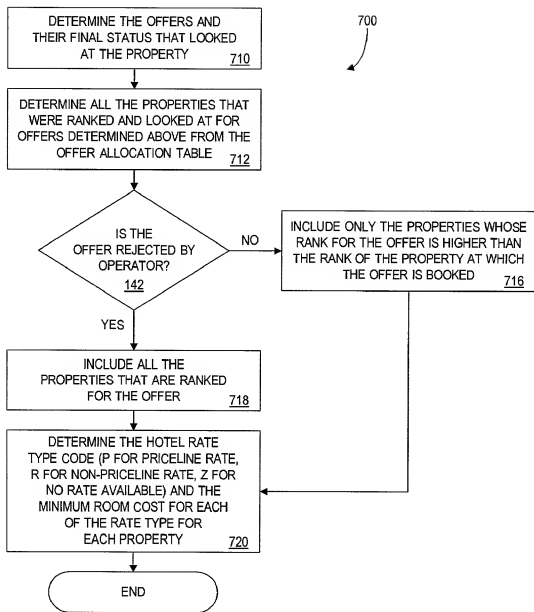


FIG. 23

202005624660

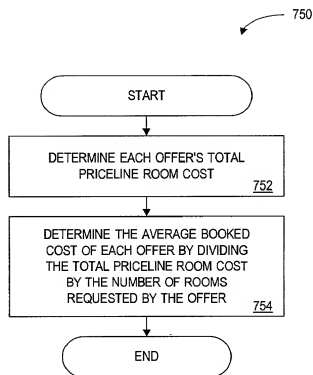


FIG. 24

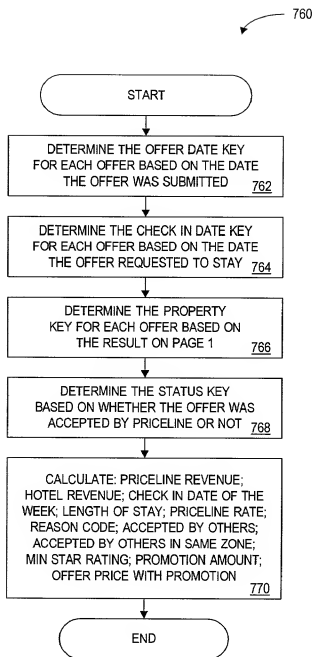


FIG. 25

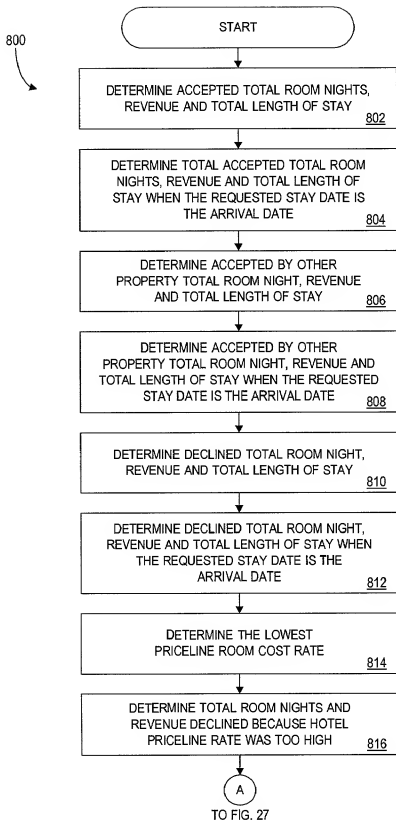


FIG. 26

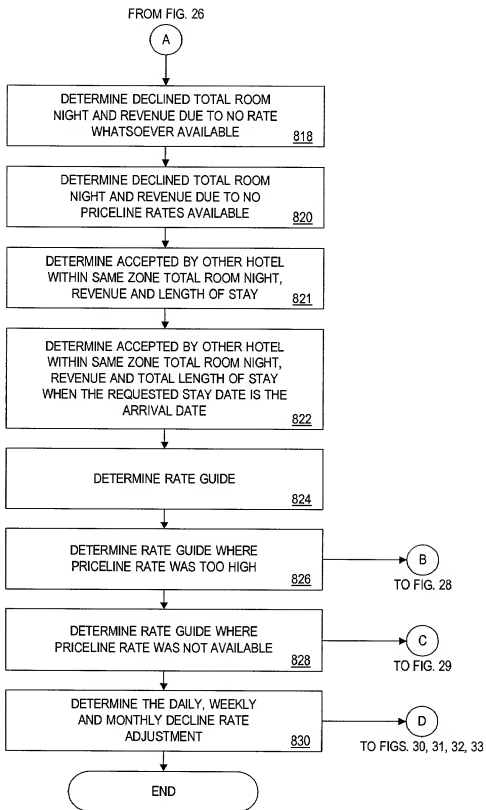


FIG. 27

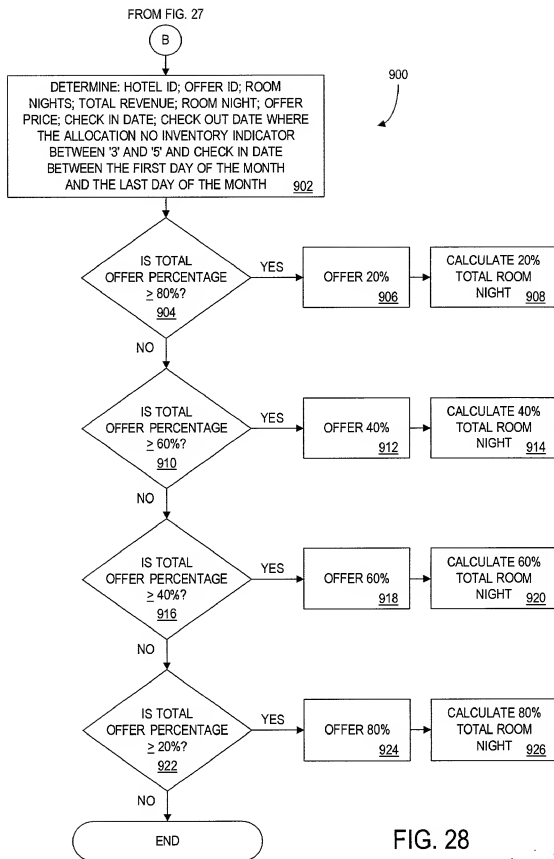


FIG. 28

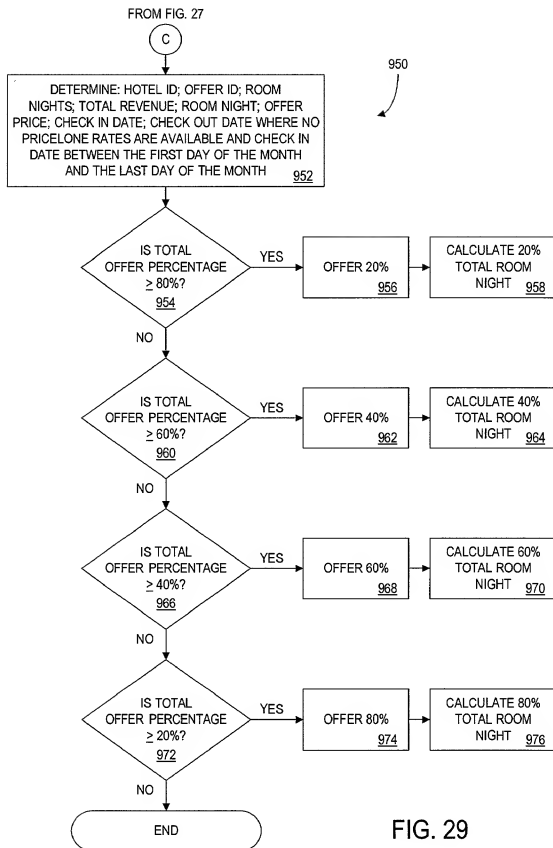


FIG. 29

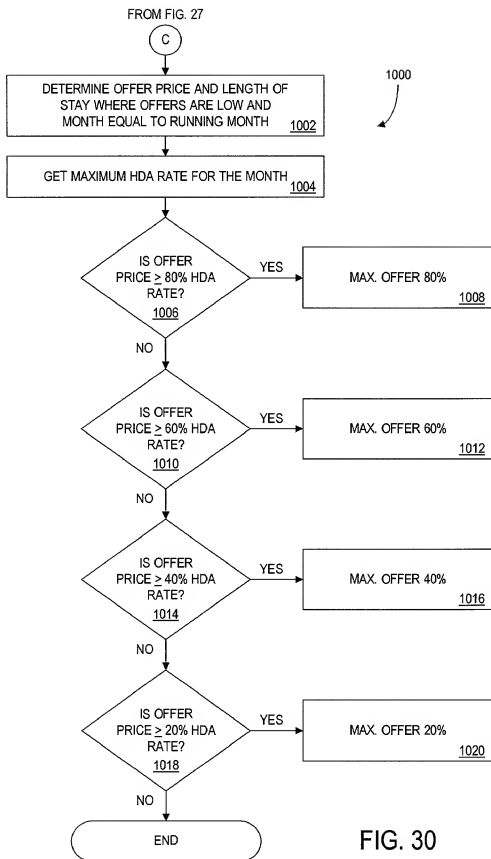


FIG. 30

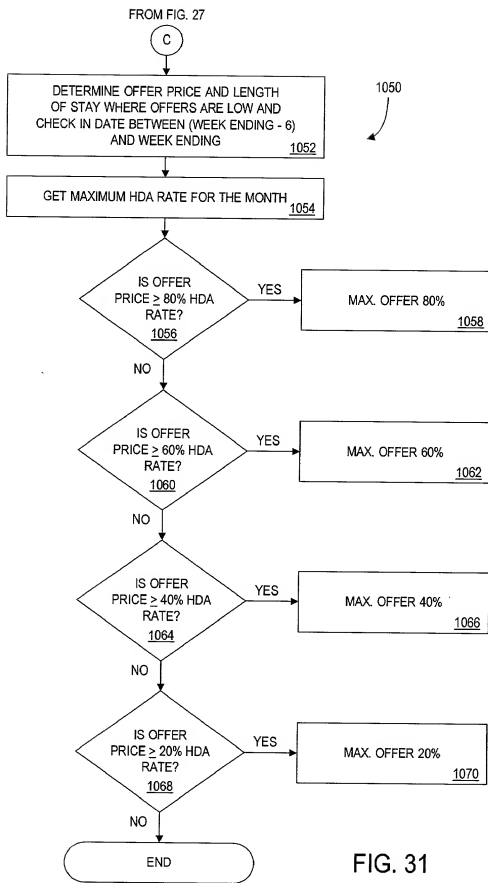


FIG. 31

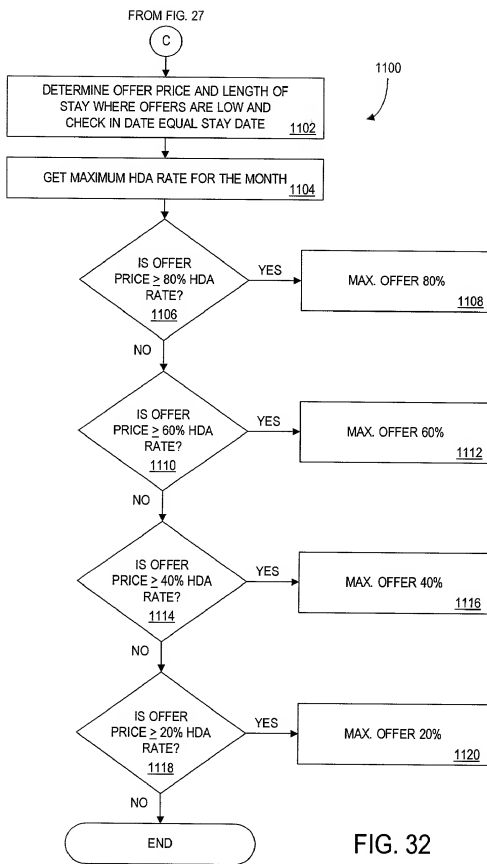


FIG. 32

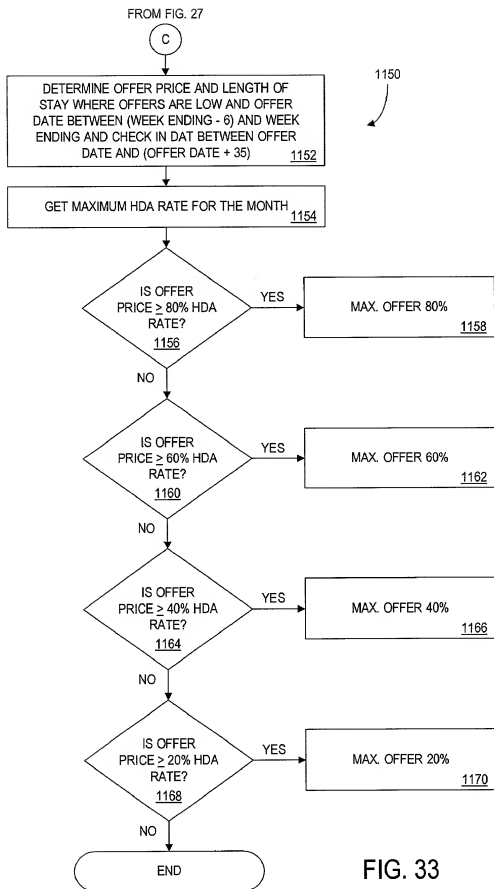


FIG. 33

1200

RESERVATION REQUESTS ACCEPTED YESTERDAY

DAY OF WEEK	TOTAL ROOM NIGHTS	AVERAGE OVERALL LOS	TOTAL ARRIVAL ROOM NIGHTS	TOTAL ARRIVAL LOS	AVERAGE RATE	TOTAL REVENUE
MONDAY	4	1.3	3	1	\$90	\$360
TUESDAY						
WEDNESDAY						
THURSDAY	1	3	1	3	\$119	\$119
FRIDAY	2	2.5	1	2	\$100	\$199
SATURDAY	2	2.5			\$100	\$199
SUNDAY	1	2	1	2	\$90	\$90
TOTAL	10	2.3	6	2	\$100	\$967

DETAILS

LAST NAME	FIRST NAME	CHECK IN DOW	CHECK IN DATE	LOS	PRICELINE RATE
JOHNSON	EVE	SUNDAY	10/03/99	2	\$90
DUNLAP	DAN	MONDAY	10/04/99	1	\$90
FREDRICKS	JOHN	MONDAY	10/04/99	1	\$90
SMITH	MICHAEL	MONDAY	10/04/99	1	\$90
JONES	VICKI	FRIDAY	11/05/99	2	\$80
THOMAS	ROGER	THURSDAY	11/11/99	3	\$119

FIG. 34

00944293.030702

1200 (CONT.)

RESERVATION REQUESTS DECLINED YESTERDAY

DAY OF WEEK	TOTAL ROOM NIGHTS	AVERAGE OVERALL LOS	TOTAL ARRIVAL ROOM NIGHTS	TOTAL ARRIVAL LOS	AVERAGE RATE	TOTAL REVENUE
MONDAY	8	5.6	1	2	\$87	\$695
TUESDAY	17	3.2	9	1.1	\$108	\$1,830
WEDNESDAY	39	3.2	32	2.5	\$132	\$5,155
THURSDAY	45	3.4	23	2.3	\$135	\$6,091
FRIDAY	86	2.7	48	1.9	\$118	\$10,171
SATURDAY	112	2.4	47	1.6	\$118	\$13,263
SUNDAY	26	4	10	2.2	\$89	\$2,307
TOTAL	333	3.5	170	1.9	\$112	\$39,512

DETAILS BY REQUESTED STAY DATE

	09/28/99	09/29/99	09/30/99	10/01/99	10/02/99	10/03/99	10/04/99
	TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
TOTAL RN	-	23	19	35	54	11	4
AVERAGE LOS	-	2.3	2.8	2.5	1.9	2.6	3.5
AVERAGE RATE	-	\$162	\$185	\$149	\$142	\$111	\$119

FIG. 34 (CONT.)

DAILY DEMAND REPORT

	09/28/99	09/29/99	09/30/99	10/01/99	10/02/99	10/03/99	10/04/99
DECLINED DUE TO	TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
HIGH PRICELINE RATE	-	-	-	-	-	6	4
CLOSED GDS	-	14	19	27	34	2	-
NO PRICELINE RATE	-	9	-	8	20	3	-
	10/05/99	10/06/99	10/07/99	10/08/99	10/09/99	10/10/99	10/11/99
	TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
TOTAL RN	10	5	3	21	27	8	1
AVERAGE LOS	2	3	4	2	1.9	2.1	4
AVERAGE RATE	\$124	\$103	\$107	\$97	\$104	\$91	\$75
DECL. (HIGH PCLN RATE)	6	4	1	-	-	4	1
DECL. (CLOSED GDS)	-	1	2	11	16	2	-
DECL. (NO PCLN RATE)	-	-	-	10	11	2	-
	10/12/99	10/13/99	10/14/99	10/15/99	10/16/99	10/17/99	10/18/99
	TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
TOTAL RN	4	3	6	10	13	1	-
AVERAGE LOS	2	3.7	3	2.6	2.1	5	-
AVERAGE RATE	\$111	\$90	\$106	\$99	\$89	\$70	-
DECL. (HIGH PCLN RATE)	2	2	-	-	-	-	-
DECL. (CLOSED GDS)	-	-	3	4	4	-	-
DECL. (NO PCLN RATE)	-	1	3	6	9	1	-

FIG. 35

09044293-030702

202000-624460

	10/19/99	10/20/99	10/21/99	10/22/99	10/23/99	10/24/99	10/25/99
	TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
TOTAL RN	-	3	10	11	12	3	3
AVERAGE LOS	-	4	2.9	2.8	4.3	9	9
AVERAGE RATE	-	\$120	\$113	\$110	\$97	\$48	\$48
DECL. (HIGH PCLN RATE)	-	3	9	10	11	3	3
DECL. (CLOSED GDS)	-	-	-	-	-	-	-
DECL. (NO PCLN RATE)	-	-	-	-	-	-	-
	10/26/99	10/27/99	10/28/99	10/29/99	10/30/99	10/31/99	11/01/99
	TUES.	WED.	THUR.	FRI.	SAT.	SUN.	MON.
TOTAL RN	3	3	3	3	3	3	-
AVERAGE LOS	9	9	9	9	9	9	-
AVERAGE RATE	\$48	\$48	\$48	\$48	\$48	\$48	-
DECL. (HIGH PCLN RATE)	3	3	3	3	3	3	-
DECL. (CLOSED GDS)	-	-	-	-	-	-	-
DECL. (NO PCLN RATE)	-	-	-	-	-	-	-

FIG. 35 (CONT.)

20200929 030706

DAILY DEMAND REPORT

CHECK IN DATE	CHECK IN DOW	LOS	YOUR PL RATE	LOST REVENUE	OFFER PRICE	REASON	BOOKED BY OTHERS
09/29/99	WED.	3	-	\$435	\$145	NP	N
09/29/99	WED.	1	\$315	\$125	\$125	NP	N
09/29/99	WED.	4	-	\$1,120	\$280	NR	N
09/29/99	WED.	4	-	\$1,120	\$280	NR	N
09/29/99	WED.	5	-	\$700	\$140	NR	N
09/29/99	WED.	4	-	\$1,120	\$280	NR	N
09/29/99	WED.	1	\$315	\$125	\$125	NP	N
09/29/99	WED.	1	\$315	\$135	\$135	NP	N
09/29/99	WED.	1	\$315	\$85	\$85	NP	N
09/29/99	WED.	1	\$315	\$195	\$195	NP	N
09/29/99	WED.	3	-	\$450	\$150	NR	N
09/29/99	WED.	1	\$315	\$135	\$135	NP	N
09/29/99	WED.	2	-	\$300	\$150	NR	N
09/29/99	WED.	1	\$315	\$130	\$130	NP	N
09/29/99	WED.	1	-	\$175	\$175	NR	N
09/29/99	WED.	4	-	\$1,020	\$255	NR	N
09/29/99	WED.	4	-	\$1,020	\$255	NR	N
09/29/99	WED.	4	-	\$1,020	\$255	NR	N
09/29/99	WED.	3	-	\$435	\$145	NR	N
09/29/99	WED.	1	-	\$60	\$60	NR	N
09/29/99	WED.	1	\$315	\$85	\$85	NP	N
09/29/99	WED.	1	-	\$70	\$70	NR	N
09/29/99	WED.	1	\$315	\$76	\$76	NP	N
09/30/99	THURS.	3	-	\$420	\$140	NR	N
09/30/99	THURS.	3	-	\$270	\$90	NR	N

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FIG. 36

20250303 030702

CHECK IN DATE	CHECK IN DOW	LOS	YOUR PL RATE	LOST REVENUE	OFFER PRICE	REASON	BOOKED BY OTHERS
09/30/99	THURS.	1	-	\$110	\$110	NR	N
09/30/99	THURS.	1	-	\$225	\$225	NR	N
09/30/99	THURS.	3	-	\$300	\$100	NR	N
09/30/99	THURS.	1	-	\$230	\$230	NR	N
09/30/99	THURS.	1	-	\$145	\$145	NR	N
09/30/99	THURS.	1	-	\$149	\$149	NR	N
10/01/99	FRI.	2	-	\$150	\$75	NR	N
10/01/99	FRI.	2	-	\$300	\$150	NR	N
10/01/99	FRI.	2	-	\$300	\$150	NR	N
10/01/99	FRI.	2	\$259	\$200	\$100	NP	N
10/01/99	FRI.	2	-	\$400	\$200	NR	N
10/01/99	FRI.	2	-	\$190	\$95	NR	N
10/01/99	FRI.	2	-	\$190	\$95	NR	N
10/01/99	FRI.	2	-	\$178	\$89	NR	N
10/01/99	FRI.	2	\$259	\$210	\$105	NP	N
10/01/99	FRI.	3	\$259	\$300	\$100	NP	N
10/01/99	FRI.	2	-	\$140	\$70	NR	N
10/01/99	FRI.	2	-	\$160	\$80	NR	N
10/01/99	FRI.	2	\$259	\$500	\$250	NP	N
10/01/99	FRI.	2	\$259	\$300	\$150	NP	N
10/01/99	FRI.	2	-	\$520	\$260	NR	Y
10/01/99	FRI.	1	\$259	\$120	\$120	NP	N
10/01/99	FRI.	2	-	\$200	\$100	NR	Y
10/01/99	FRI.	1	-	\$50	\$50	NR	N
10/01/99	FRI.	1	-	\$50	\$50	NR	N

FIG. 36 (CONT.)

20200302 000000

CHECK IN DATE	CHECK IN DOW	LOS	YOUR PL RATE	LOST REVENUE	OFFER PRICE	REASON	BOOKED BY OTHERS
00	00	00	00	00	00	00	00
10/16/99	SAT.	1	\$315	\$40	\$40	NP	N
10/20/99	WED.	4	\$250	\$440	\$110	HI	N
10/20/99	WED.	4	\$250	\$580	\$145	HI	N
10/20/99	WED.	4	\$250	\$416	\$104	HI	N
10/21/99	THURS.	2	\$179	\$300	\$150	HI	Y
10/21/99	THURS.	2	\$179	\$200	\$100	HI	N
10/21/99	THURS.	3	\$179	\$375	\$125	HI	N
10/21/99	THURS.	2	\$179	\$160	\$80	HI	N
10/21/99	THURS.	3	\$179	\$345	\$115	HI	N
10/21/99	THURS.	3	\$179	\$375	\$125	HI	N
10/21/99	THURS.	2	\$179	\$150	\$75	HI	N
10/22/99	FRI.	2	\$179	\$160	\$80	HI	N
10/23/99	SAT.	1	\$179	\$160	\$160	HI	N
10/23/99	SAT.	9	\$250	\$450	\$50	HI	N
10/23/99	SAT.	1	\$179	\$60	\$60	HI	N
10/23/99	SAT.	9	\$250	\$360	\$40	HI	N
10/23/99	SAT.	9	\$250	\$495	\$55	HI	N
11/04/99	THURS.	3	\$80	\$150	\$50	HI	N
11/11/99	THURS.	3	\$119	\$450	\$150	HI	N
11/13/99	SAT.	1	\$119	\$100	\$100	HI	N
11/24/99	WED.	3	\$90	\$225	\$75	HI	N
11/24/99	WED.	3	\$90	\$180	\$60	HI	N
12/31/99	FRI.	1	-	\$100	\$100	NR	N
12/31/99	FRI.	1	\$338	\$140	\$140	NP	N

FIG. 37

1300

WEEKLY DEMAND REPORT

	10/15/99	10/16/99	10/17/99	10/18/99	10/19/99	10/20/99	10/21/99
	FRI.	SAT.	SUN.	MON.	TUES.	WED.	THURS.
AVERAGE LOS	2.7	2.2	3.7	4.6	3.6	4.7	3.4
AVERAGE RATE	\$116	\$113	\$105	\$75	\$88	\$114	\$107
DECLINED DUE TO HIGH PL RATE	1	-	3	4	3	1	4
DECLINED DUE TO CLOSED GDS	2	14	-	-	-	-	1
DECLINED DUE TO NO PL RATE	90	119	24	8	17	13	28
YOUR PL RATE (R)	-	-	\$80	\$175	\$175	\$175	\$175
RN CAPTURED AT 90% OF R	7	7	0	0	0	0	0
RN CAPTURED AT 80% OF R	7	7	0	0	0	0	0
RN CAPTURED AT 70% OF R	35	35	42	42	42	42	42
RN CAPTURED AT 60% OF R	56	56	119	119	119	119	119

FIG. 38

	10/22/99	10/23/99	10/24/99	10/25/99	10/26/99	10/27/99	10/28/99
	FRI.	SAT.	SUN.	MON.	TUES.	WED.	THURS.
TOTAL RN DECLINED	69	17	19	5	3	3	2
ARRIVAL RN DECLINED	41	22	1	-	2	-	1
RN BOOKED BY OTHERS	5	2	-	-	-	-	-
AVERAGE LOS	2.7	2.3	3.7	5	3.7	3.7	5
AVERAGE RATE	\$105	\$108	\$99	\$99	\$70	\$70	\$73
DECLINED DUE TO HIGH PL RATE	1	2	1	1	1	1	2
DECLINED DUE TO CLOSED GDS	1	23	-	-	-	-	1
DECLINED DUE TO NO PL RATE	98	47	18	4	2	2	-
YOUR PL RATE (R)	-	-	\$119	\$119	\$119	\$119	\$119
RN CAPTURED AT 90% OF R	0	0	0	0	0	0	0
RN CAPTURED AT 80% OF R	0	0	0	0	0	0	0
RN CAPTURED AT 70% OF R	42	42	28	28	28	28	28
RN CAPTURED AT 60% OF R	119	119	56	56	56	56	56

FIG. 38 (CONT.)

	10/29/99	10/30/99	10/31/99	11/01/99	11/02/99	11/03/99	11/04/99
	FRI	SAT.	SUN.	MON.	TUES.	WED	THURS.
TOTAL RN DECLINED	4	6	2	2	5	5	3
ARRIVAL RN DECLINED	2	2	-	2	3	-	-
RN BOOKED BY OTHERS	-	1	1	2	3	3	1
AVERAGE LOS	3.5	3	2	3	3	3	3
AVERAGE RATE	\$70	\$73	\$78	\$85	\$95	\$95	\$102
DECLINED DUE TO HIGH PL RATE	3	3	-	2	5	5	3
DECLINED DUE TO CLOSED GDS	-	-	-	-	-	-	1
DECLINED DUE TO NO PL RATE	1	3	2	-	-	-	-
YOUR PL RATE (R)	\$119	\$119	-	\$175	\$175	\$175	\$175
RN CAPTURED AT 90% OF R	0	0	7	7	7	7	7
RN CAPTURED AT 80% OF R	0	0	14	14	14	14	14
RN CAPTURED AT 70% OF R	28	28	28	28	28	28	28
RN CAPTURED AT 60% OF R	56	56	49	49	49	49	49

FIG. 38 (CONT.)

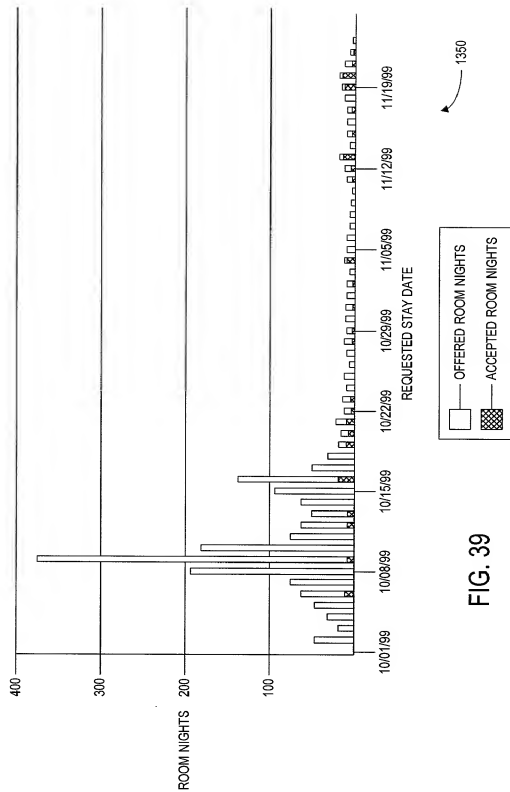


FIG. 39

1350

1400

WEEKLY BUSINESS TREND REPORT

WEEK ENDING DATE	RN OFFERED	RN BOOKED	RN BOOKED BY OTHERS	SUCCESS RATE	AVERAGE OFFER PRICE	AVERAGE BOOKED PRICE	DUE TO HIGH PL RATE
2/27/00	1082	424	290	31.19%	\$69	\$88	653
3/05/00	890	294	289	33.03%	\$72	\$90	434
3/12/00	1515	292	281	19.27%	\$83	\$96	543
3/19/00	1418	289	477	20.38%	\$73	\$92	664
3/26/00	1266	219	370	17.30%	\$75	\$96	563
4/02/00	934	193	182	20.66%	\$81	\$92	251
4/09/00	320	137	67	42.81%	\$81	\$96	136
4/16/00	697	47	96	6.74%	\$94	\$87	84

FIG. 40

WEEKLY BUSINESS TREND REPORT (CONT.)

DUE TO CLOSED GDS	DUE TO NO PL RATE	YOUR PL RATE (R)	RN AT 90% OF R	RN AT 80% OF R	RN AT 70% OF R	RN AT 60% OF R
6	0	\$120	2	2	7	25
45	119	\$110	4	7	13	58
511	162	\$120	1	1	6	52
114	359	\$120	10	17	72	112
177	288	\$120	0	3	36	62
368	125	\$120	0	0	11	16
29	19	\$120	3	3	14	19
267	308	\$120	2	2	6	6

FIG. 40 (CONT.)

BUSINESS PERFORMANCE TREND OVER THE PAST 4 WEEKS AND COMING 4 WEEKS

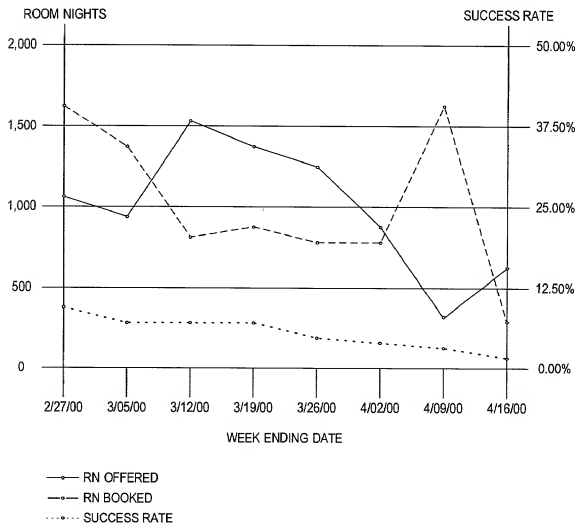


FIG. 40 (CONT.)

1500

MONTHLY BUSINESS TREND REPORT BY REQUESTED STAY MONTH

MONTH	YEAR	RN OFFERED	RN BOOKED	RN BOOKED BY OTHERS	SUCCESS RATE	AVERAGE OFFER PRICE	AVERAGE BOOKED PRICE
FEB.	1999	0	0	0	0.00%	\$0	\$0
MAR.	1999	0	0	0	0.00%	\$0	\$0
APR.	1999	0	0	0	0.00%	\$0	\$0
MAY	1999	0	0	0	0.00%	\$0	\$0
JUN.	1999	0	0	0	0.00%	\$0	\$0
JUL.	1999	21	0	1	0.00%	\$98	0
AUG.	1999	3246	21	914	0.65%	\$78	\$136
SEPT.	1999	5683	151	942	2.66%	\$96	\$98
OCT.	1999	8634	470	899	5.44%	\$106	\$97
NOV.	1999	3716	755	632	20.32%	\$88	\$83
DEC.	1999	2289	356	802	15.55%	\$80	\$80
JAN.	2000	2115	452	568	26.63%	\$66	\$79
FEB.	2000	3834	1402	990	36.57%	\$70	\$87
TYD	2000	5949	1944	1558	31.10%	\$88	\$83

FIG. 41

MONTHLY BUSINESS TREND REPORT BY REQUESTED STAY MONTH (CONT.)

DUE TO HIGH PL RATE	DUE TO CLOSED GDS	DUE TO NO PL RATE	YOUR PL RATE (R)	RN AT 80% OF R	RN AT 80% OF R	RN AT 40% OF R	RN AT 20% OF R
0	0	0	-	0	0	0	0
0	0	0	-	0	0	0	0
0	0	0	-	0	0	0	0
0	0	0	-	0	0	0	0
0	0	0	-	0	0	0	0
0	0	0	-	0	0	0	0
0	21	0	-	0	0	0	0
2084	1161	0	\$219	0	5	196	1653
1418	3566	542	\$219	0	2	153	1078
972	2992	4125	\$270	0	5	120	735
923	1187	853	\$270	1	2	47	439
932	274	736	\$219	0	2	49	600
1041	356	171	\$169	0	2	47	858
2136	136	199	\$120	8	164	947	2043
3177	492	370	\$145	8	166	994	2899

FIG. 41 (CONT.)

202050*E6244660

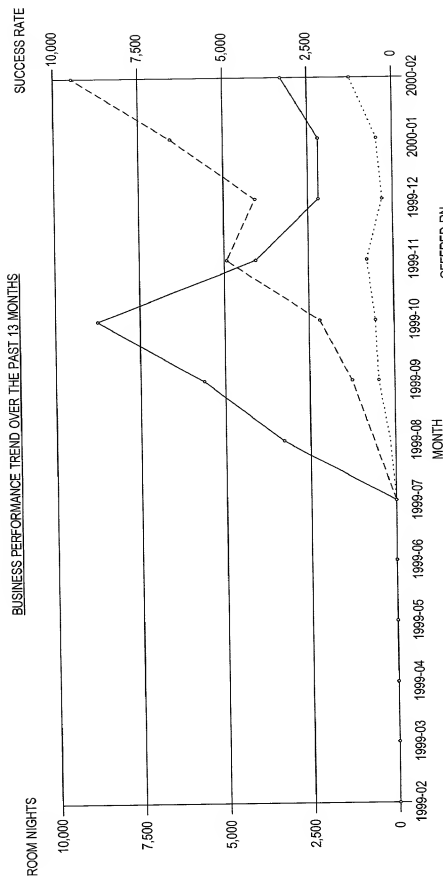


FIG. 41 (CONT.)

PAST MONTH BUSINESS PERFORMANCE REVIEW

1600

<u>SUMMARY</u>	YOU ACCEPTED	YOU DECLINED	YOU DECLINED, OTHER ACCEPTED
TOTAL ROOM NIGHTS	356	1399	802
PERCENTAGE	15.55%	84.45%	35.04%
AVERAGE LOS	2.3	3.2	2.5
AVERAGE RATE	\$80	\$80	\$82
TOTAL REVENUE	\$28,567	\$155,102	\$65,373

<u>REASONS</u>	ROOM NIGHTS	AVERAGE RATE	REVENUE
HIGH PL RATE	932	\$61	\$56,395
CLOSED GDS	274	\$105	\$28,839
NO PL RATE	736	\$96	\$70,802

FIG. 42

	SUNDAY	
	ACCEPT	DECLINE
TOTAL ROOM NIGHTS	29	146
ARRIVAL ROOM NIGHTS	9	64
AVERAGE LOS	2.4	3.6
AVERAGE RATE	\$82	\$74
TOTAL REVENUE	\$5,170	\$20,316

FIG. 42 (CONT.)

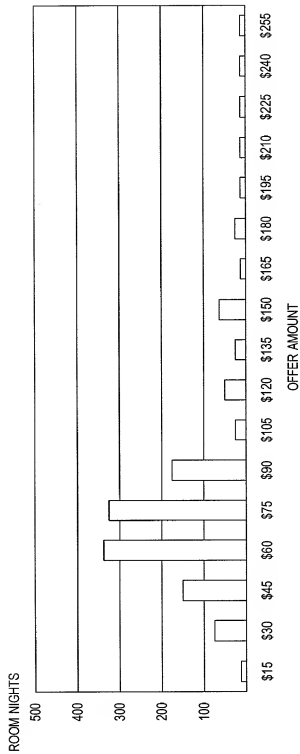


FIG. 42 (CONT.)

COMING MONTH BUSINESS PERFORMANCE PREVIEW

1700

<u>SUMMARY</u>	YOU ACCEPTED	YOU DECLINED	YOU DECLINED, OTHER ACCEPTED
TOTAL ROOM NIGHTS	542	1573	568
PERCENTAGE	25.63%	74.37%	26.86%
AVERAGE LOS	3.4	3.6	2.1
AVERAGE RATE	\$79	\$62	\$66
TOTAL REVENUE	\$42,785	\$97,132	\$37,706

<u>REASONS</u>	ROOM NIGHTS	AVERAGE RATE	REVENUE
HIGH PL RATE	1,041	\$54	\$56,068
CLOSED GDS	356	\$74	\$26,446
NO PL RATE	171	\$81	\$13,783

FIG. 43

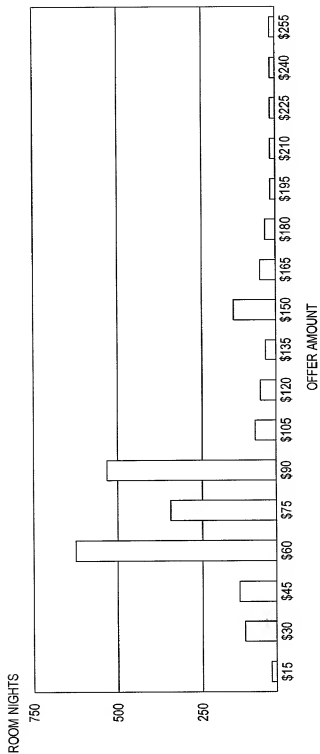


FIG. 43 (CONT.)

ON THE DAYS THAT YOUR PRICELINE RATE WAS OPEN, IF YOUR PRICELINE RATE WERE SET AT THE FOLLOWING LEVEL, YOU WOULD HAVE CAPTURED CORRESPONDING INCREMENTAL ROOM NIGHTS AND REVENUE FOR THE MONTH OF JANUARY SO FAR

<u>RATE GUIDE</u>	PL RATE	ROOM NIGHTS	REVENUE
COMPETITIVE	\$60	136	\$8,160
	\$50	394	\$19,700
AGGRESSIVE	\$45	462	\$20,790

ON THE DAYS THAT YOUR HOTEL WAS NOT SOLD OUT BUT YOUR PRICELINE RATES WERE CLOSED, IF YOUR PRICELINE RATE WERE SET AT THE FOLLOWING LEVEL, YOU WOULD HAVE CAPTURED CORRESPONDING INCREMENTAL ROOM NIGHTS AND REVENUE FOR THE MONTH OF JANUARY SO FAR

<u>RATE GUIDE</u>	PL RATE	ROOM NIGHTS	REVENUE
COMPETITIVE	\$60	510	\$28,050
	\$50	942	\$47,100
AGGRESSIVE	\$44	1,252	\$55,088

FIG. 43 (CONT.)

1800

MONTHLY DETAILED BOOKING REVIEW

DATE	TOTAL RN OFFERD	ARRIVAL RN OFFERD	TOTAL RN BOOKED	ARRIVAL RN BOOKED	RN BOOKED BY OTHERS	
2/1/00	36	14	14	7	11	
2/2/00	51	32	18	8	14	
2/3/00	59	31	24	14	17	
2/4/00	104	76	47	35	39	
2/5/00	163	96	80	48	49	
2/6/00	57	25	28	13	14	
2/7/00	58	26	24	13	13	
2/8/00	97	57	30	17	22	
2/9/00	118	59	35	14	20	
2/10/00	144	75	57	32	21	
2/11/00	187	133	74	62	37	
2/12/00	332	201	124	81	63	
2/13/00	93	38	32	18	24	
2/14/00	95	53	33	24	28	
2/15/00	62	22	25	10	10	
2/16/00	66	26	24	5	13	
2/17/00	85	43	29	16	16	
2/18/00	254	219	70	61	67	
2/19/00	444	267	132	87	132	
2/20/00	229	71	76	32	70	
2/21/00	93	51	33	20	22	
2/22/00	83	46	31	21	25	
2/23/00	93	47	41	19	26	
2/24/00	129	81	55	39	34	
2/25/00	199	136	80	54	47	
2/26/00	256	115	108	51	66	
2/27/00	88	29	28	12	32	
2/28/00	81	35	27	10	28	
2/29/00	78	35	23	8	30	
TOTAL	3,834	2,139	1,402	831	990	

FIG. 44

20200307 030702

1800 (CONT.)

MONTHLY DETAILED BOOKING REVIEW (CONT.)

SUCCESS RATE	AVERAGE LOS	AVERAGE OFFER PRICE	AVERAGE BOOKED PRICE	DUE TO HI PL RATE	DUE TO CLOSED GDS	
38.89%	5.4	\$63	\$81	21	0	
35.29%	4	\$59	\$77	33	0	
40.68%	4.1	\$63	\$84	35	2	
45.19%	3.1	\$67	\$85	57	2	
49.08%	2.5	\$67	\$82	82	2	
49.12%	4.6	\$73	\$88	22	4	
41.38%	4.9	\$73	\$86	19	5	
30.93%	3.8	\$83	\$83	16	22	
29.66%	3.5	\$81	\$80	21	45	
39.58%	3.2	\$76	\$87	55	21	
39.57%	2.7	\$68	\$87	101	6	
37.35%	2	\$69	\$86	167	7	
34.41%	3.6	\$66	\$84	55	2	
34.74%	3.5	\$70	\$93	60	0	
40.32%	4.5	\$70	\$93	36	0	
36.36%	4.2	\$71	\$96	41	0	
34.12%	3.7	\$71	\$94	55	1	
27.56%	2.4	\$70	\$87	183	6	
29.73%	2.1	\$73	\$90	310	5	
33.19%	2.6	\$70	\$87	152	3	
35.48%	3.3	\$66	\$86	60	0	
37.35%	3.7	\$69	\$87	51	0	
44.09%	3.4	\$71	\$89	51	0	
42.64%	3.2	\$70	\$90	73	1	
40.20%	2.9	\$68	\$87	118	1	
42.19%	2.5	\$70	\$88	148	1	
31.82%	4.1	\$65	\$87	55	0	
33.33%	4.4	\$72	\$89	39	0	
29.49%	4.4	\$76	\$86	20	0	
37.37%	3.5	\$70	\$87	2,136	136	

FIG. 44 (CONT.)

1800 (CONT.)

MONTHLY DETAILED BOOKING REVIEW (CONT.)

DUE TO NO PL RATE	YOUR PRICELINE RATE (R)	RN AT 90% OF R	RN AT 80% OF R	RN AT 70% OF R	RN AT 60% OF R
1	\$70	0	1	9	16
0	\$70	5	11	13	21
0	\$75	0	11	12	16
0	\$75	2	10	28	62
1	\$75	0	5	6	39
5	\$70	0	4	4	12
12	\$70	0	0	0	9
29	\$70	0	0	0	6
18	\$70	1	5	5	7
14	\$80	1	8	11	16
12	\$80	3	11	26	47
41	\$80	2	8	27	36
6	\$95	5	10	27	31
2	\$95	0	1	8	32
1	\$95	0	0	5	11
1	\$95	0	5	9	15
1	\$95	1	5	25	29
0	\$95	33	57	109	158
0	\$120	1	2	27	47
0	\$80	0	7	39	40
0	\$120	0	0	0	0
0	\$80	3	11	18	22
0	\$80	3	6	33	37
0	\$80	4	5	14	17
0	\$80	12	24	54	65
0	\$80	3	13	32	46
5	\$80	1	1	2	5
15	\$80	1	2	36	36
35	\$80	0	0	1	4
199	\$83	81	223	580	882

FIG. 44 (CONT.)

20200-6624460

202000" 6244660

MONTHLY DETAILED BOOKING PREVIEW

DATE	TOTAL RN OFFERD	ARRIVAL RN OFFERD	TOTAL RN BOOKED	ARRIVAL RN BOOKED	RN BOOKED BY OTHERS
3/1/00	70	34	18	5	26
3/2/00	88	42	20	8	32
3/3/00	201	151	75	64	57
3/4/00	284	147	103	49	84
3/5/00	113	36	21	9	30
3/6/00	152	73	17	7	23
3/7/00	206	104	16	6	22
3/8/00	223	124	18	11	19
3/9/00	190	80	31	22	24
3/10/00	259	161	72	62	66
3/11/00	372	186	117	64	97
3/12/00	137	41	39	17	30
3/13/00	132	72	26	12	32
3/14/00	129	59	22	9	38
3/15/00	122	55	23	11	36
3/16/00	188	112	37	26	70
3/17/00	337	227	87	63	115
3/18/00	373	175	55	18	156
3/19/00	124	51	22	13	47
3/20/00	131	65	19	9	46
3/21/00	140	57	12	5	48
3/22/00	154	67	11	9	49
3/23/00	146	75	19	14	42
3/24/00	233	161	65	51	54
3/25/00	338	157	71	25	84
3/26/00	131	40	27	17	21
3/27/00	132	58	11	7	18
3/28/00	124	50	8	2	19
3/29/00	114	40	10	5	26
3/30/00	102	35	15	9	24
3/31/00	159	80	53	42	36
TOTAL	5,604	2,815	1,140	671	1471

FIG. 45

MONTHLY DETAILED BOOKING PREVIEW (CONT.)

SUCCESS RATE	AVERAGE LOS	AVERAGE OFFER PRICE	AVERAGE BOOKED PRICE	DUE TO HI PL RATE	DUE TO CLOSED GDS
25.71%	5	\$78	\$84	17	11
22.73%	4.7	\$67	\$85	46	0
37.31%	3.1	\$70	\$90	112	8
36.27%	3.4	\$73	\$92	145	26
18.58%	6.3	\$78	\$102	39	36
11.18%	5.3	\$90	\$108	28	80
7.77%	4.2	\$99	\$95	20	148
8.07%	4	\$96	\$102	17	151
16.32%	4.6	\$84	\$97	70	55
27.80%	3.8	\$72	\$93	146	23
31.45%	3	\$72	\$94	223	18
28.47%	5	\$65	\$86	75	8
19.70%	5	\$75	\$95	46	37
17.05%	5.3	\$75	\$93	39	22
18.85%	5.5	\$75	\$93	44	9
19.68%	4.5	\$74	\$92	77	10
25.82%	3.1	\$71	\$92	199	13
14.75%	2.9	\$74	\$93	184	15
17.74%	5	\$70	\$98	80	10
14.50%	5.1	\$76	\$106	74	11
8.57%	4.9	\$72	\$112	63	13
7.14%	4.5	\$73	\$90	32	35
13.01%	4.9	\$74	\$90	49	22
27.90%	3.8	\$75	\$94	120	21
21.01%	3.1	\$79	\$95	165	65
20.61%	5.3	\$84	\$98	40	40
8.33%	5.1	\$93	\$99	16	82
6.45%	5.7	\$83	\$87	18	90
8.77%	5.6	\$79	\$92	18	77
14.71%	6	\$77	\$92	28	43
33.33%	4.1	\$76	\$92	65	25
19.20%	4.6	\$77	\$95	2,295	1,204

FIG. 45 (CONT.)

202003030702

MONTHLY DETAILED BOOKING PREVIEW (CONT.)

	DUE TO NO.PL RATE	YOUR PRICELINE RATE (R)	RN AT 90% OF R	RN AT 80% OF R	RN AT 70% OF R	RN AT 60% OF R
	24	\$110	0	0	0	0
	22	\$110	0	0	0	4
	7	\$80	9	18	56	63
	11	\$80	13	37	62	64
	16	\$120	0	0	0	4
	25	\$120	1	1	1	7
	19	\$110	0	0	0	3
	37	\$110	0	0	0	0
	34	\$110	0	0	7	33
	17	\$110	0	0	0	32
	14	\$110	0	5	10	27
	15	\$110	2	2	2	9
	23	\$120	0	0	4	8
	47	\$120	0	0	5	11
	46	\$120	0	0	8	12
	64	\$120	3	3	11	21
	41	\$110	7	17	36	89
	123	\$120	0	7	14	19
	13	\$120	3	3	5	11
	27	\$120	0	0	10	12
	52	\$120	0	0	2	2
	76	\$120	0	0	0	1
	56	\$120	0	0	7	18
	27	\$120	0	2	14	18
	37	\$120	0	1	3	11
	25	\$120	0	0	0	0
	25	\$80	0	1	7	9
	8	\$80	0	0	10	14
	9	\$80	0	0	2	2
	16	\$120	0	0	6	9
	16	\$120	0	0	5	7
	972	\$3,430	38	97	287	520

FIG. 45 (CONT.)

00944293 030702
202006241660

1900

WEEKLY LOOKS AND BOOKS REPORT

STATE	HOTEL NAME	WEEK ENDING DATE	RN OFFERED	RN BOOKED	RN BOOKED BY OTHERS	SUCCESS RATE	AVERAGE OFFER PRICE	AVERAGE BOOKED PRICE
MA	BOSTON INN	3/5/00	890	294	289	33.03%	\$72	\$90
MA	BOSTON INN	3/12/00	1515	292	281	19.27%	\$83	\$96
MA	BOSTON INN	3/19/00	1518	289	477	20.38%	\$73	\$92

DUE TO HI PL RATE	DUE TO CLOSED GDS	DUE TO NO PL RATE	YOUR PRICELINE RATE (R)	RN AT 90% OF R	RN AT 80% OF R	RN AT 70% OF R	RN AT 60% OF R
434	45	119	\$110	4	7	13	58
543	511	162	\$120	1	1	6	52
664	114	359	\$120	10	17	72	112

FIG. 46

202000* E6244660

2000

MONTHLY LOOKS AND BOOKS REPORT

STATE	HOTEL NAME	MONTH	YEAR	RN OFFERED	RN BOOKED	RN BOOKED BY OTHERS	SUCCESS RATE	AVERAGE OFFER PRICE
MA	BOSTON INN	DECEMBER	1999	2289	366	802	15.55%	\$80
MA	BOSTON INN	JANUARY	2000	2115	542	568	25.63%	\$66
MA	BOSTON INN	FEBRUARY	2000	3834	1402	990	36.57%	\$70

AVERAGE BOOKED PRICE	DUE TO HI PL RATE	DUE TO CLOSED GDS	DUE TO NO PL RATE	YOUR PRICELINE RATE (R)	RN AT 80% OF R	RN AT 60% OF R	RN AT 40% OF R	RN AT 20% OF R
\$80	932	274	736	\$219	0	2	49	600
\$79	1041	366	171	\$169	0	2	47	866
\$87	2136	136	199	\$120	8	164	947	2043

FIG. 47